

NEW HAMPSHIRE STATE LIQUOR COMMISSION
OCTOBER 20, 2004, 9:00A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Columbus Day Sale (Sept. 30-Oct. 11, 2004)
 - 2) Full Distribution (Code #3543)
 - 3) Appeal (Code #5366)
 - 4) Purchase of Discontinued Product (Code #4848)
 - 5) Product Demo Request (Kahlua)
 - 6) December Special Offers:
 - a. 197 items – United Beverages, Inc.
 - b. 2 items (unmatched) – United Beverages, Inc.
- B. WINES:
 - 1) Special Offers for December 2004:
 - a. 4 items – R.P. Imports
 - b. 17 items – Pine State Trading Company
 - c. 60 items – M.S. Walker, Inc.
 - d. 55 items – Executive Wine & Spirits
 - 2) Primary Source Submissions (1 item – primary source; 8 items – exclusive agent; 15 items – imported)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford

